

**Wikimedia Foundation, Inc.**  
**Actual vs. Plan Comparison**  
**July 1, 2012 through December 31, 2012**  
**All Amounts in USD**  
**Unaudited**

	Actual	Plan					Annual
	Jul - Dec 12	Jul - Dec 12	\$ Change	% Change	Notes		Plan
Ordinary " <u>Unrestricted</u> " Income/Expense							
Income							
Unrestricted Public Support	\$ 30,492,751	\$ 29,525,000	\$ 967,751	3.28%	(a)	\$	45,500,000
Other Types of Income	50,604	-	50,604	100.00%	(b)		-
Merchandise, Net	29,961	97,375	(67,414)	-69.23%	(c)		194,750
Program Income	343,349	288,500	54,849	19.01%	(d)		375,000
Total Income	30,916,665	29,910,875	1,005,790	3.36%			46,069,750
Expense							
Salaries and Wages	7,468,743	8,843,280	(1,374,537)	-15.54%	(e)		18,788,362
Recruiting and Other Hiring Costs	298,772	369,500	(70,728)	-19.14%	(f)		739,000
Internet Hosting	1,309,591	1,655,000	(345,409)	-20.87%	(g)		3,310,000
Grants	708,887	634,500	74,387	11.72%	(h)		7,719,000
Facilities and Equipment	654,571	653,475	1,096	0.17%			1,304,950
Outside Contract Services	1,791,275	1,825,662	(34,387)	-1.88%			3,328,490
Staff and Volunteer Development	265,205	304,150	(38,945)	-12.80%	(i)		560,300
Bank Fees	945,190	672,443	272,747	40.56%	(j)		971,120
Other Operating Expenses	1,010,273	900,281	109,992	12.22%	(k)		1,712,678
Capital Expenditures	276,493	945,300	(668,807)	-70.75%	(l)		1,890,600
Travel, Entertainment, and Meetings	732,570	971,550	(238,980)	-24.60%	(m)		1,745,250
Total Expense	15,461,570	17,775,141	(2,313,571)	-13.02%			42,069,750
Net " <u>Unrestricted</u> " Income	15,455,095	12,135,734	3,319,361	27.35%			4,000,000
" <u>Restricted</u> " Income/Expense							
Restricted Public Support	-	-	-	-			-
Operating Expenses	16,924	-	16,924	100.00%	(n)		-
Net " <u>Restricted</u> " Income/(Loss)	(16,924)	-	(16,924)	100.00%			-
Total Net Income	\$ 15,438,171	\$ 12,135,734	\$ 3,302,437	27.21%		\$	4,000,000

**Mid-Year Financial Statement Recap - Actual vs. Plan**

Revenue is over plan year-to-date due to the fundraising team exceeding its targets. Expenses were less than plan primarily due to lower-than-anticipated costs of salaries and benefits and recruiting, due primarily to lateness in hiring against plan. Lower-than-expected internet hosting costs and later-than-planned capital expenditures spending are also contributing to expenses being less than plan.

**Notes:**

- (a) The amount noted does not include an estimated 9.3MM USD equivalent from the three chapters that acted as payment-processors during the annual fundraising campaign.
- (b) Includes foreign exchange gain, interest income and misc. income.
- (c) The online merchandise store has not been operating at the level of activity as anticipated.
- (d) Program income is higher due to non cash accounting treatment of past transactions.
- (e) Salary and wages are lower than plan primarily due to late in hiring on some positions.
- (f) Recruiting expenses are lower than plan due to late in hiring on some positions.
- (g) Internet hosting expenses are lower primarily due to fees that did not increase as expected and the west coast caching center has not commenced.
- (h) Grants are higher than plan due to grants to CIS and Wikimedia Netherlands that were not in the plan. Also, the amount noted does not include approximately 4,049,409 USD equivalent in FDC Round 1 grants allocations to the Chapters.
- (i) Staff and volunteer development expenses are spent slower than originally anticipated.
- (j) Bank fees are more than plan due to the different types of payment processed through different gateways (payment processors).
- (k) Other operating expenses are higher primarily due to unexpected legal fees, mainly related to the Internet Brands lawsuits.
- (l) Capital expenditures are lower due to timing as spending will catch up during the second half of the fiscal year.
- (m) Lower travels than anticipated as spending may catch up during the second half of the fiscal year.
- (n) Represents spending against the restricted grant for the Wikipedian-In-Residence at the Harvard's Belfer Center. Restricted grants are not budgeted.

**Wikimedia Foundation, Inc.**  
**Actual - Year-Over-Year Comparison**  
**Year-to-Date, July-December, 2012 vs. 2011**  
**All Amounts in USD**  
**Unaudited**

	Jul - Dec 12	Jul - Dec 11	\$ Change	% Change	Notes
Ordinary " <u>Unrestricted</u> " Income/Expense					
Income					
Unrestricted Public Support	\$ 30,492,751	\$ 25,376,746	\$ 5,116,005	20.16%	(a)
In Kind Revenue	-	1,565,065	(1,565,065)	-100.00%	(b)
Other Types of Income	50,604	(128,023)	178,627	-139.53%	(c)
Merchandise, Net	29,961	-	29,961	100.00%	
Program Income	343,349	374,180	(30,831)	-8.24%	
Total Income	30,916,665	27,187,968	3,728,697	13.71%	
Expense					
Salaries and Wages	7,468,743	5,332,873	2,135,870	40.05%	(d)
Recruiting and Other Hiring Costs	298,772	341,431	(42,659)	-12.49%	(e)
Internet Hosting	1,309,591	1,269,862	39,729	3.13%	
In Kind Expenses	-	1,565,065	(1,565,065)	-100.00%	(b)
Grants	708,887	915,040	(206,153)	-22.53%	(f)
Facilities and Equipment	654,571	569,849	84,722	14.87%	(g)
Outside Contract Services	1,791,275	1,843,903	(52,628)	-2.85%	
Staff and Volunteer Development	265,205	100,600	164,605	163.62%	(h)
Bank Fees	945,190	899,563	45,627	5.07%	
Other Operating Expenses	1,010,273	561,567	448,706	79.90%	(i)
Capital Expenditures	276,493	348,664	(72,171)	-20.70%	(j)
Travel, Entertainment, and Meetings	732,570	655,304	77,266	11.79%	(k)
Total Expense	15,461,570	14,403,721	1,057,849	7.34%	
Net " <u>Unrestricted</u> " Income	15,455,095	12,784,247	2,670,848	20.89%	
" <u>Restricted</u> " Income/Expense					
Restricted Public Support	-	-	-	-	
Operating Expenses	16,924	338,106	(321,182)	-94.99%	(l)
Net " <u>Restricted</u> " Income/(Loss)	(16,924)	(338,106)	321,182	-94.99%	
Total Net Income	\$ 15,438,171	\$ 12,446,141	\$ 2,992,030	24.04%	

### Year Over Year Recap

Revenue and expenses have increased in concurrence with the initiatives of the strategic plan.

### Notes:

- The online fundraiser revenue continues to increase significantly comparing to prior year for the same period. The amount noted does include the revenue raised by the chapters which are acting as payment-processors in the annual fundraising campaign.
- FY 12-13 amount was not available at the time of this report and FY 11-12 represents donated internet hosting for Amsterdam data center and pro bono legal services.
- Includes foreign exchange gains or losses, interest income and misc. income. Foreign exchange gains and losses are a direct result of the state of the economy.
- Salaries and wages due to increased growth in staff as well as annual adjustment in compensation for existing staff based on both actual cost-of-living increases and merit increases.
- Recruiting expenses are lower than plan due to a majority of hirings are done internally through one full time staff and our independent recruiting contractors versus using recruiting or placement firms.
- Grants are lower than prior year due to the commencement of the FDC process. Also, the amount noted for the current year does not include approximately 4,049,409 USD equivalent in FDC Round 1 grants allocations to the Chapters.
- Facilities expense increased due to increase in rent expense and acquisition of office furniture to house new staff.
- Staff and volunteer development expenses are higher due to higher costs for the annual all-staff meeting and increase in activity in our volunteer development program.
- Other operating expenses are higher due to legal fees incurred for unplanned activities, higher accounting fees and higher insurance expenses as a result of coverage increase.
- Capex associates with servers purchases for the data centers.
- Travel has increased due to increase in staff size.
- Represents restricted projects; current year includes the Wikipedian-In-Residence at the Harvard's Belfer Center and prior year includes Stanton Public Policy Initiative, which ended in September 2011.

**Wikimedia Foundation, Inc.**  
**Balance Sheet**  
**As of December 31, 2012 and 2011**  
**All Amounts in USD**  
**Unaudited**

	<b>Dec 31, 12</b>	<b>Dec 31, 11</b>	<b>\$ Change</b>	<b>% Change</b>
<b>ASSETS</b>				
Current Assets				
Checking/Savings	\$ 33,610,040	\$ 30,101,881	\$ 3,508,158	11.65%
Accounts/Contributions Receivable	2,149,841	3,311,797	(1,161,956)	-35.09%
Investments	7,561,262	481,166	7,080,097	1471.45%
Other Current Assets	809,551	821,723	(12,172)	-1.48%
Total Current Assets	44,130,694	34,716,567	9,414,127	27.12%
Other Assets				
Property, Plant and Equipment	8,610,439	6,012,023	2,598,416	43.22%
Accum.Depr-Property, Plant and Equipment	(3,447,413)	(2,610,348)	(837,065)	32.07%
Total Other Assets	5,163,026	3,401,675	1,761,351	51.78%
<b>TOTAL ASSETS</b>	<b>\$ 49,293,720</b>	<b>\$ 38,118,242</b>	<b>\$ 11,175,478</b>	<b>29.32%</b>
<b>LIABILITIES &amp; NET ASSETS</b>				
Liabilities				
Accounts Payable and Accrued Expenses	\$ 1,160,904	\$ 900,311	\$ 260,593	28.94%
Deferred Revenue	168,663	382,265	(213,602)	-55.88%
Other Liabilities	396,924	197,382	199,542	101.09%
Total Liabilities	1,726,491	1,479,958	246,533	16.66%
Net Assets				
Retained Earnings	32,129,058	28,436,419	3,692,639	12.99%
Net Income	15,438,171	8,201,865	7,236,306	88.23%
Total Net Assets	47,567,229	36,638,284	10,928,945	29.83%
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>\$ 49,293,720</b>	<b>\$ 38,118,242</b>	<b>\$ 11,175,478</b>	<b>29.32%</b>